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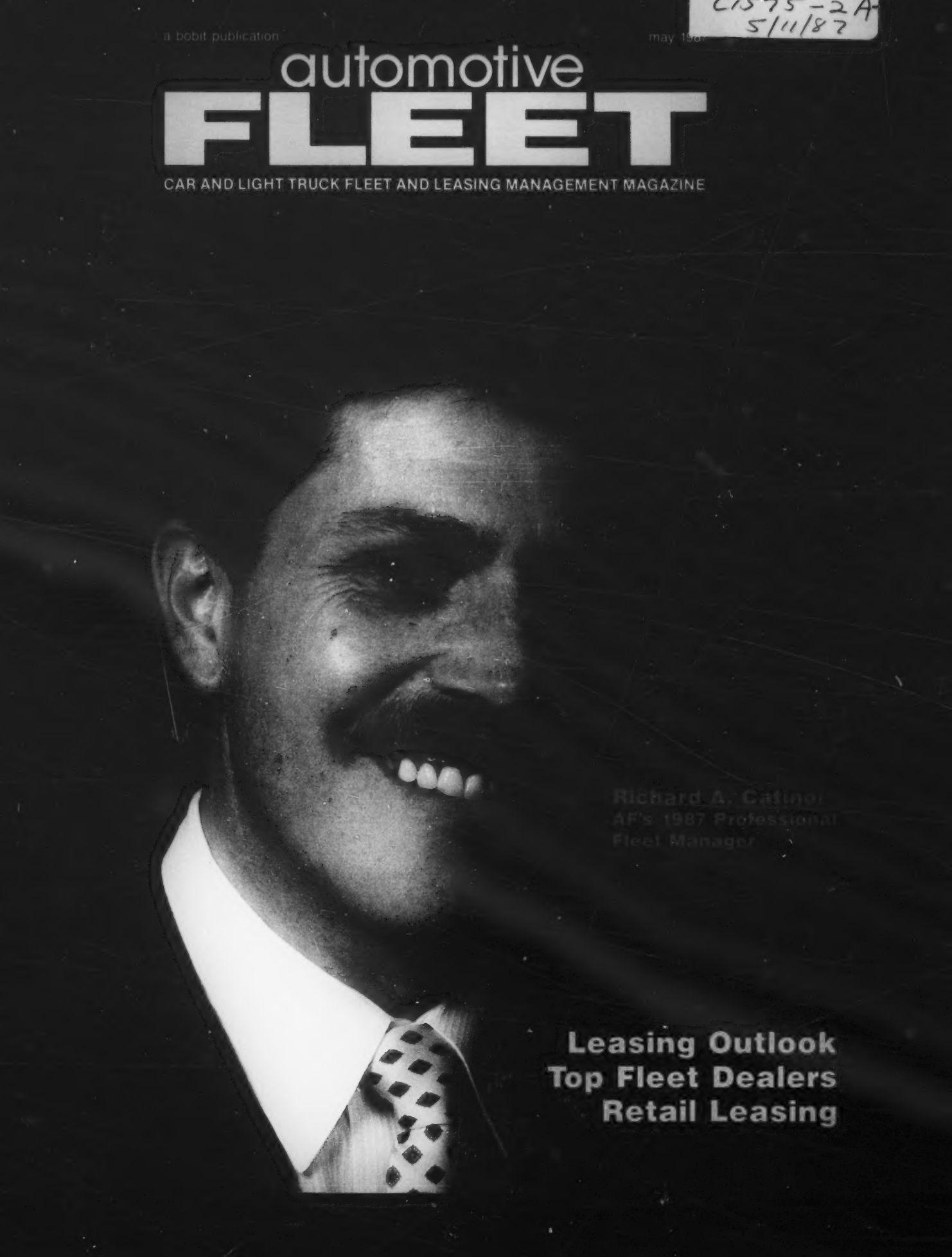
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE



Richard A. Catino
AF's 1987 Professional
Fleet Manager

Leasing Outlook
Top Fleet Dealers
Retail Leasing

automotive FLEET bp

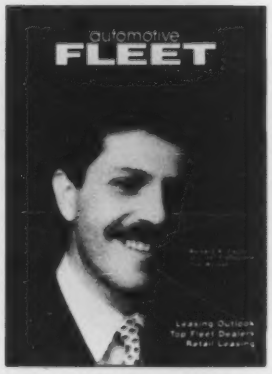
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

MAY 1987
VOL. 26, NO. 7

Influencing the management of 4,584,000 cars and 1,970,000 light trucks and vans in business, leasing, rental, utility, government, police and taxi fleets.

p. 29

p. 50



On the cover: Richard A. Catino of Digital Equipment Corp. has been voted the third winner of *Automotive Fleet's* annual Professional Fleet Manager Award. Interview, page 20.

Features

20 **Richard A. Catino Wins *AF's* Professional Fleet Manager Award for 1987.**
An interview with Digital Equipment Corp.'s U.S. fleet manager.

29 **The Reshaping of the Vehicle Leasing Industry**
What's causing the consolidation of vehicle lessors?

38 **Consumer Leasing After Tax Reform**
The new tax laws will have a greater impact on financing than leasing.

44 **Leasing versus Driver Reimbursement**
Considerations from Wheels, Inc. that bear a close review.

50 **The Top-Selling Fleet Dealers of 1986**
AF *applauds 46 fleet dealers for sales achievement.*

Departments

Letters	11	Used-Car Prices	62
Hotline	13	New Products	64
Industry News	15	Classified	65
Personnel Personals	53	Gas Prices	66
Leasing	54	Calendar	67
Rental	56	Ad Index	67
Light-Truck and Van News	58	Editorial	68

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The Top-Selling Fleet Dealers of 1986

On April 25, during the 19th Annual AFLA Meeting and Conference in Montreal, 45 automotive dealerships were presented the annual Fleet Dealer Award by *Automotive Fleet* magazine, honoring their outstanding 1986 fleet sales achievements.

Leading the list with the most fleet sales for 1986 was Dale Oldsmobile, Inc. of Bronx, NY, with 24,715 vehicles sold. Runner-up in second place was Wink Chevrolet of Dearborn, MI, with 17,282 vehicles sold. Together, the 46 award-winning dealerships accounted for a total of more than 228,700 vehicles, up nearly 20,000 over the 1985 figure. This represents an average of 4,972 vehicles per dealer.

The traditional fleet dealer Awards Luncheon was held Saturday, April 25, the final day of the Automotive Fleet and Leasing Association annual spring meeting. Fleet dealers and lessors and other fleet industry dignitaries were present for the awards ceremony. Instituted 10 years ago, the annual fleet dealer awards feature plaques presented to the top three winners from each of the major fleet makes.

As in the past, the automobile manufacturers lent their support to the event by notifying the magazine of the top three winners after generating the computer printouts necessary to verifying dealer sales figures. Recognized for the first time this year were Mitsubishi fleet dealers.

These 46 dealers represent the best in sales achievement in today's fast-paced market. *Automotive Fleet* salutes them and applauds their efforts. AF

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DEALER AWARDS FOR 1985

Chevrolet	Bill Wink	Wink Chevrolet	Dearborn, Mi	17,282
	Jack Evans	Ed Morse Chevrolet	Lauderhill, FL	10,722
	Jack Sayer	Z Frank Chevrolet	Chicago, IL	9,000
Buick	Ceil Jacobson	Stillman & Hoag Buick	Englewood, NJ	4,371
	Ken Carlson	Orange Buick Company	Orlando, FL	4,360
	Ed Polito	William Lehman Buick	Miami, FL	3,520
Olds	Mark Rosenstock	Dale Oldsmobile, Inc.	Bronx, NY	24,715
	Bill Monahan	Jim Lupient Oldsmobile	Golden Valley, MN	7,151
	Don Fenton	Larry Faul Oldsmobile	Schaumburg, IL	6,867
Pontiac	Stanley Penn	Penn Pontiac, Inc.	Baltimore, MD	10,189
	Stephen Barberino	Stephen Pontiac/Cad., Inc.	Bristol, CT	9,940
	John McNally	J.M. Pontiac, Inc.	Hollywood, FL	7,962
Cadillac	Jack Evans	Bayview Cadillac	Ft. Lauderdale, FL	4,480
	Evelyn DeMarco	Polkowitz Motors	Perth Amboy, NJ	3,335
	Manuel Escoto	Prospect Motors	Jackson, CA	1,302
Ford	Craig Kapson	Jordan Ford*	Mishawaka, IN	15,375
	Bob Karlin	Santa Monica Ford	Santa Monica, CA	9,067
	Milo Matick	Al Piemonte Ford	Melrose Park, IL	6,879
	Jim Piccoli	Pacifico Ford	Philadelphia, PA	6,070
	*Chassis pool distributor			
Lincoln/Mercury	Lloyd Brocket	Central Florida Motors	Orlando, FL	3,202
	Jeff Hart	Pompano Lincoln-Mercury	Pompano, FL	2,555
	Allen R. Brooks	Northgate Lincoln-Mercury	Tampa, FL	1,922
Chrysler/Plymouth	Ginger Bower	South Bay Chrysler/Ply., Inc.	Torrance, CA	6,588
	Jim Wallace	Galeana Chrysler/Ply., Inc.	Ft. Myers, FL	5,609
	Jerry Ulm	Precision C-P-D, Inc.	Winter Haven, FL	3,639

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Automotive Fleet's Dealer Awards *continued*

Dodge	Jack Taylor	Luke Potter Dodge	Winter Park, FL	7,570
	Stan Smith	Del Amo Three, Inc.	Torrance, CA	3,223
	Kevin Waldron	Glavic Motors	Wickliffe, OH	3,087
AMC	Ron Smith	Ron Smith AMC/Jeep/Renault	Merced, CA	2,051
	John Ray	E.J. Peters AMC/Jeep/Renault	Yorkville, NY	1,086
	Dave Warga	Tim Timberman, Inc.	Florence, KY	529
VW	Rick Roas	Mackey Motor Co.	Salisbury, MA	278
	Peter Liebman	Douglas Motors Corp.	Summit, NJ	206
	John Schmelz	Countryside Volkswagen	St. Paul, MN	204
Toyota	Gerald Bean	Kendall Toyota	Miami, FL	8,576
	Walter Czarnecki	Longo Toyota	El Monte, CA	6,589
	Ken Hagen	Gateway Toyota, Inc.	Toms River, NJ	5,910
Nissan	Steve Palmer	Downtown L.A. Motors	Los Angeles, CA	172
	Eddie Kenningham	Bankston Nissan	Irving, TX	99
	Larry Nichols	High Point Datsun Sales	High Point, NC	84
Amer. Isuzu	Joseph Putnam	Putnam Isuzu	Burlingame, CA	383
	Jake Sutherlin	Sutherlin Isuzu	Jacksonville, FL	265
	Gerald Bean	Isuzu of Ft. Pierce	Ft. Pierce, FL	243
Mitsubishi	Bob Delserro	Potamkin Mitsubishi	N. Plainfield, NJ	300
	Terry Ruppenthal	Fountain Mitsubishi	Orlando, FL	250
	Bill Trower	Ackerman Mitsubishi	St. Louis, MO	240

*Truck Sales Only TOTAL 208,800

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